

## SEPTEMBER P+L STORE 0544

1. Sales down by \$173,494 or 3.45%. YTD down .80%
2. Total wages were up \$25,461. Vacation/sick was up \$29,327 with inventory later, associates had to take vacation later in the year. In OT we spent \$12,813, of which \$5,000 could have been controlled. Base wage line was flat at 7.78 vs 7.76.
3. Accident expense was up \$26,321. A new team leader and renewed enthusiasm should start paying off soon.
4. Sacks were up \$4,242. This was a flip, YTD we are down \$159.
5. Store supplies were down \$4,545.
6. Uncollectable accounts were down \$2,046.
7. Associate relations down \$750.
8. \$3,460 spent in cash short and bank charge backs. Ingrid is detailing now.
9. Trailer rental down \$1,933.
10. Controllables up \$53,742, or 15.28%, a 7.8% increase in dollars.
11. Inventory expense \$22,572. Moved from August to September.
12. Non controllables up \$9,221 or 7.14.
13. Other net down \$4,143.
14. Profit down to 4.62 on 5.90. YTD 5.90 on 7.36 or \$162,951.
15. Markdowns down \$60,463 to 4.98%
16. Stakeholders is at \$443 vs \$436 YTD.